

US EXECUTIVE APPROVAL FORM

CUSTOMER NAME: Kerr-McGee Shared Services Company, LLC

PARTNER/VAD NAME:

SECTION I - Approval Requests:

HOAPP Requests:

1. Ebus Suite discount worst case of 60%.
2. Use of Ebus. Suite Price list dated Feb 10, 2003.

TIER 1 Requests:

1. Price hold for eBusiness Suite for 2 years at 40% worst case.
2. Price hold for DBEE for 2 years at 52% worst case.
3. Price hold for additional products not on order at 40%--RAC Spatial, Collaboration Suite, Partitioning Data Mining, Ebusiness Suite addons—Transportation, Electronic Orders, Advanced Supply Chain Planning, Inventory Optimization, Global Order, Demand Planning, Collaboration Planning, Supply Chain Intel, Sourcing, Mfg Scheduling, and Tutor.
4. Flatline support for years 2 and 3.

TIER 2/3 Requests:

1. Majority owned subs with Exhibit
2. License assignment option for 3rd party acquiring assets.

Previously approved requests (include date of approval):

- 1.
- 2.



SECTION II – Deal Summary:

Deal Summary	
Programs	Ebus. Suite, Tutor, EE, iAS
License Discount	60 % (ebiz + 35%) Worst Case
Support Discount	60 % (ebiz + 35 %)
Comp & Admin Discount	
Phased Implementation for Comp & Admin?	See checklist below and forward a spreadsheet to NASINFO/OGEHINFO
Subset of Users	See checklist below and forward a spreadsheet to NASINFO/OGEHINFO
Support Options/Holds	Flatline years 2 and 3
Price Holds	60% worst case with products not on order at 40%
List License	\$2,639,950 (w/ migration license fees)
List Support	\$483,989 (w/o existing support from migration , New Support \$\$)
List Comp & Admin	
Net License	\$1,065,980
Net Support	\$193,596 (new support \$\$)
Net Comp & Admin	
Net Total Price	\$1,259,576
Price List Used	Feb 10, 2003 (Full Ebus. Suite)

Customer History - Existing Price Holds	
Existing contractual discount (price hold)	% none
Date of Price List for price hold	
When does price hold expire?	
Price hold program categories (database, server, erp, crm, hr/payroll, app suite)	
Name of Agreement if applicable	Existing SLSA May 1996

SECTION III - Justification:

Kerr-McGee is a long time Oracle applications customer having spent over \$25M with Oracle Corporation since May 1996. We have offered the Ebus. Suite bundle from price list Feb 10, 2003. If we are able to sell off this price list at the discounts shown (worst case) we will lock SAP out of the Chemical business unit of this account and provide an easy path for them to migrate from other competing products to Oracle. Competing products include Indus Passport, Adage, etc. Additional future license revenue for expansion of user base exists in 2004. Estimate another \$1M. Kerr-McGee is also evaluating EBSO services. Should have decision in early FY04.

Recommendation: *(leave blank for HQAPP to fill out)*

Submitted By: Rick Wells-Apps ,Eric Fearday-Tech/ Matt Renner/Matt Mills
Field RM name if submitted by OracleDirect:

R: *(leave blank for HQAPP to fill out)*

C:

L:

A:

BP: